

Message Text

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53

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 261201Z AUG 76
FM AMEMBASSY KUWAIT
TO SECSTATE WASHDC 6075
INFO USDOC WASHDC
/AMEMBASSY CAIRO 983
AMCONSUL DHAHRAN
AMEMBASSY JIDDA

UNCLAS KUWAIT 4084

E.O. 11652: N/A

TAGS: BEXP, KU, SA, EG

SUBJ: PROPOSED STATE OF ILLINOIS IOGA TRADE MISSION

REF: A) STATE 209103; B) KUWAIT 3830

1. AS INDICATED REF B, EMBASSY WOULD LIKE TO SEE ILLINOIS MISSION ARRIVE AFTER FEBRUARY 10 BECAUSE OF TWO OTHER MISSIONS SCHEDULED FOR JANUARY. ACCORDING TO LATEST CAGNE TRADE PROMOTION SCHEDULE TRANSMITTED 7/19/76, ELECTRONIC DATA PROCESSING SEMINAR SCHEDULED JANUARY 4 TO 20 IN BAHRAIN, KUWAIT, IRAQ AND SAUDI ARABIA, AND U.S. MIDDLE-EAST TRADE ASSOCIATION HAS MISSION SCHEDULED FOR JANUARY 14-18 IN KUWAIT. EMBASSY STRONGLY URGES WE BE GIVEN THREE WEEKS BETWEEN MISSIONS TO MAKE ADEQUATE PREPARATIONS, AND ACCORDINGLY SUGGESTS SATURDAY, FEBRUARY 12 AS FIRST BUSINESS DAY FOR ILLINOIS IOGA. TM COULD ARRIVE IN KUWAIT ON FEBRUARY 11 WHICH IS LOCAL HOLIDAY.

2. RE MARKET POTENTIAL OF SUBJECT MISSION PRODUCTS, CONSTRUCTION EQUIPMENT AND SUPPLIES HAVE VERY GOOD MARKET HERE BUT EMBASSY NEEDS MORE SPECIFICS AS TO PRODUCTS AND PRICES TO MAKE MORE SPECIFIC EVALUATION. HOTEL EQUIPMENT HAS GOOD POTENTIAL HERE WITH BOTH HILTON AND SHERATON PLANNING EXPANSION AND HYATT INTERNATIONAL HAVING SIGNED CONTRACT FOR NEW LUXURY HOTEL. HOWEVER,
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IT MAY BE MORE PRACTICAL TO MAKE SALES APPROACH THROUGH

U.S. OFFICES OF THESE FIRMS (PARTICULARLY IN CASE OF
HYATT INTERNATIONAL).

3. WE UNDERSTAND THAT FSO ROBERT ATCHESON IS ASSIGNED TDY
TO DEPARTMENT (NEA/RA) AND TO COMMERCE PRIOR TO HIS
ASSIGNMENT AS COMMERCIAL OFFICER TO KUWAIT IN JANUARY.
EMBASSY HOPES ATCHESON WILL BE ABLE TO WORK WITH THOSE
GROUPS SCHEDULED FOR KUWAIT FOR THEIR MUTUAL BENEFIT.
MAESTRONE

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 26 AUG 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976KUWAIT04084
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760326-0041
From: KUWAIT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760818/aaaaaoqg.tel
Line Count: 70
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 STATE 209103, 76 KUWAIT 3830
Review Action: RELEASED, APPROVED
Review Authority: cahillha
Review Comment: n/a
Review Content Flags:
Review Date: 01 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <01 APR 2004 by ReddocGW>; APPROVED <28 JAN 2005 by cahillha>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PROPOSED STATE OF ILLINOIS IOGA TRADE MISSION
TAGS: BEXP, KU, SA, EG
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006